



# **A summary of our Stakeholders meeting...**

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28 Feb 02



# Stakeholders Meeting Feedback

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- Non-attribution
- We'll make today's proceedings available
- Copy to stakeholders
- Available to industry via FedBizOps website



# What We've Heard

What is changing in your business that we should consider

- **Price is still the bottom line**
- **Business is evolving and AEDC needs to be responsive**
  - **Partnering arrangements**
  - **Foreign customer (representative) access to site**
- **Future test requirements uncertain**



# What We've Heard

What services/capabilities do we need to change or improve

- **Real time access to information**
  - **Test data**
  - **Facility status and readiness**
  - **Cost information**
- **Reduce/streamline number of processes**
- **Keep everything - eliminate down to core**
- **Single face for interfacing**



# What We've Heard

What management tactics, techniques, and procedures v  
for you and your thoughts on how they might work at AE

- **Time value of money**
- **Joint decision making**
  - **With other government agencies and industry**
  - **Investment/infrastructure planning**
  - **Technology investments**
- **Profit on support contractors**
  - **5% (too low?)**
  - **Incentives**



# What We've Heard

What are your ideas on increased information sharing and enhanced cooperation?

- **Integrate with other test centers**
- **Virtual presence (on line access and real time data)**
- **Increase integration of models and test data**
  - **AEDC partnering with industry and government**
  - **Coordination of investments**



# What We've Heard

How can we ensure continued trust in AEDC if we open up our Organizational Conflict of Interest (OCI) provision?

- **Just Do It** - develop and manage adequate safeguards
- **Role of AEDC with Program Office and Customer**
  - **Technical service to government buyer**
  - **Data mill for customer**



# What We've Heard

What should we be emphasizing in this competition that enable us to be a better T&E provider?

- **Find ways to make significant change**
  - **Cut Costs**
- **Retain expertise and ability**
- **Clear delineation of government and contractor responsibilities**





# Actions from Today

- **Work with customers to ensure proper information flow**
  - **Reporting of test results versus technical assistance**
- **Coordinate our investment strategy with our customers (e.g. PC&S)**
- **Faster reconciliation of billings**
- **Seek better TVA power contract**
  - **We'll consult with you**
- **Engage you with our business area strategic plans**

**Many other actions, I'll keep you informed**



# Competition Schedule

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- Team formed in Jan 02
  - Currently performing market research
  - Finishing initial risk assessment
- Industry perspective welcomed
  - Sources sought announcement in Mar
  - We're ready to meet with you now
- Acquisition strategy finalized – Jul
- Draft RFP released – Aug
- RFP released – Jan 03



# What's important to you as a stakeholder is important to us ...

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- **We are committed to seeking the most effective, productive and efficient arrangement for management, operations and maintenance of this national asset**
- **We have a major window of opportunity to transform and make significant improvements with our upcoming competition of our support contracts**

***Thank you for your ideas***